THE CANNING TRADE
THE BUSINESS JOURNAL OF THE CANNING AND ALLIED INDUSTRIES
EDWARD E. JUDGE, EDITOR
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Editorials . . .

BIRTH OF AN IDEA—Hell, they say, is paved with good intentions. Whether or not this is so, it is undoubtedly true that if anyone of us mere mortals was able to follow through on the many excellent ideas that come to him during his life time, his life would be regarded as an extraordinary success.

Recently, Dr. H. W. Schultz, head, Department of Food and Dairy Technology, Oregon State University, realizing that his department was in the idea business, set out to determine the various sources of ideas, in the hope that it would help his department in selecting the channels through which ideas for technological improvements could be introduced with the highest expectance for consideration and adoption. The study has a particular significance to readers of this publication because it was conducted through personal visits to food processors in the State of Oregon.

Dr. Schultz and his researchers found that the number of ideas which came to management's attention during a period of one year, was difficult to ascertain. The answers ranged from 3 to 500. Of the ideas that were suggested 1 to 280 were evaluated, to determine if they were worthy of adoption. From 1 to 175 ideas were adopted each year. An average of 140 ideas were suggested; 62 were evaluated; 37 were adopted.

Three hundred and twelve ideas were reviewed with management, 245 of which were adopted; 67 rejected. One hundred and six of these were believed to have been suggested by persons outside the company; 206 were believed to have been suggested by persons within the company; 70 percent of the ideas had been adopted, or were being considered for adoption by other companies when first suggested; the remaining 30 percent were believed to have been originated by company personnel.

Here's the clincher. In interviewing supposed originators, 49 of them, it was found that "most ideas (34 percent of all) originated with another processor. The originators' said they either saw them in other processing plants or had them described to them by employees of those plants; 30 percent of the ideas would be classified as original, 9 percent were suggested by suppliers' representatives, and (more later on this) 23 percent had their origin in reading material." (We read on before cancelling your subscription).

When asked what they believed "helped get ideas," associations and the various conventions and meetings held under Association sponsorship received a generous testimonial—163 persons interviewed said "visiting other plants and talking to persons from other plants helped them most in getting ideas." Incongruously (yet happily) readily was said to be the next most important stimulation to ideas. Suppliers were next in importance.

Because of the apparent inconsistency in the reports, stating that reading gave them a real stimulus (hear, hear) and yet only 3 percent of the ideas studied had their direct origin in written material. Dr. Schultz concluded that "further study is needed to determine the exact role of written material in stimulating ideas." (We'll buy that).

With regard to the contribution of Associations, it is more than a little bit difficult to understand how anyone, aware of the testimony presented these past couple of weeks in Congress by the National Canners Association and the National Association of Frozen Food Packers, in opposition to marketing orders, can possibly remain out of the fold. This sort of representation is repeated so often and in so many areas, day by day, throughout the year, that none could fail to notice it. The intangible benefits of visiting with associates and competitors, as proven by this survey, represent just one more area where benefits cannot be measured in dollars and cents.

FRED STARE SPEAKS UP AGAIN—Catching up on our personal reading, we picked up our back copy (February issue) of the "Farm Journal" the other day, where to our delight we found an article by Dr. Frederick J. Stare of Harvard University, son of the industry's own Fred Stare. In the article headed "Are there poisons in your food?", Dr. Stare struck out forcefully against the poisoned pen writers who are trying to convince America that they are being poisoned slowly by the food industry. Though copyrighted, "Farm Journal" will no doubt pardon us for quoting the following paragraph:

"The poisons are not in the *food* or *water* but in the *pens* and *tongues* of those who by peddling misinformation, half-truths, statements out of context, and downright falsehoods, gain temporary notariety, inflate their own egos, and make a profit, or hope to."

By all means do try to obtain a copy of that one page article. It should have a prominent place in your "defense of the industry" file.

THE ROAD TO GOOD QUALITY

By FITZHUGH L. SOUTHERLAND
Chief, Processed Products Standardization and Inspection Branch, Fruit and Vegetable Division, Agricultural Marketing Service, U. S. Department of Agriculture.

It is important that we refresh our thinking not only on the question of "what is quality," but more particularly on the question of "how do we get good quality."

QUALITY DEFINED

First, I should like to suggest a definition of quality. Quality means the properties of the processed fruit or vegetable which determine the relative degree of excellence of the product. Quality includes the superior qualities, the low qualities and the qualities between these extremes. It includes the effects of preparation and processing. It may or may not include the effects of packing media or added ingredients. The degree of excellence of the finished product depends upon, and is influenced by, the *natural* properties of the raw materials; methods of harvesting, methods and speed of handling from field to plant receiving dock; methods of preparation of raw material and the conditions under which it is prepared, processed, packed and stored.

NO TIME TO RELAX

Although noticeable improvements have been made in recent years in the production of better processed foods, processors can't afford to relax in their efforts to continue to improve quality and to develop new and better products. Consistent high quality contributes to the growth of the processed foods industry. Poor quality contributes nothing. On the contrary, it is injurious to industry growth and harmful to the farmers who produce the raw materials. Moreover, the packing of inferior quality is an economic waste of materials and labor.

CONSISTENCY OF QUALITY

In order to please the consumer, it is essential that the processor establish controls that will assure consistent quality from package to package and, of course, at a quality level suitable to the consumer. Unless there is a high degree of quality uniformity from package to package the consumer is very likely to turn to another brand. Repeat customers are satisfied customers.

CONTROL OF RAW MATERIAL

The successful processor is required to plan far in advance of a planting or harvesting season to be assured of an adequate and dependable supply of suitable raw products, spaced over a period of time that will permit economical use of equipment and labor and to avoid gluts or plant shut downs.

Quality control starts with the selection of seed and established or suitable varieties of a fruit or vegetable for processing. Growing conditions, varietal characteristics, cultural and harvesting methods are important factors that influence the quality of the raw material. The processor cannot control weather conditions, but he can exercise considerable control over the other factors, particularly in regard to seed for distribution to farmers for planting; variety or varietal types suitable for processing; contracting with dependable growers; scheduling of plantings; spray materials to be used; and, spray schedules; harvesting methods, scheduling of harvests at the optimum maturity stage of ripeness, and the handling of the raw material prior to its preparation and processing. In order to produce or obtain suitable raw materials for processing, the processor must give careful and adequate consideration to these factors.

Competent "Field Men" who are good judges of raw material and who are responsible for obtaining the raw material for the plant are vital to a processor, because the quality of the finished product is never any better than that of the raw material used. I do not mean that raw material cannot be cleaned to a degree or that certain defects cannot be removed, etc. I mean the basic qualities, such as maturity stage, freshness, flavor, etc., which will never be any better than the raw material. There is an old saying, "You can't make a silk purse out of a sow's ear." There is no place where this expression applies more aptly than in food processing. If the raw material is not suitable for processing an acceptable product, don't pack it. You may spare yourself serious later trouble and be money ahead by not attempting to pack inferior raw material.

IN-PLANT QUALITY CONTROL

Next to importance of controlling and obtaining good raw materials as an essential prerequisite to packing a good quality product is quality control in preparing and processing the raw material after it is delivered to the plant.

In order to avoid turning out a product that is lower in quality than is predicted by judgment of the raw material received, the processor must exercise careful in-plant control of the preparation, processing and packing of the product.

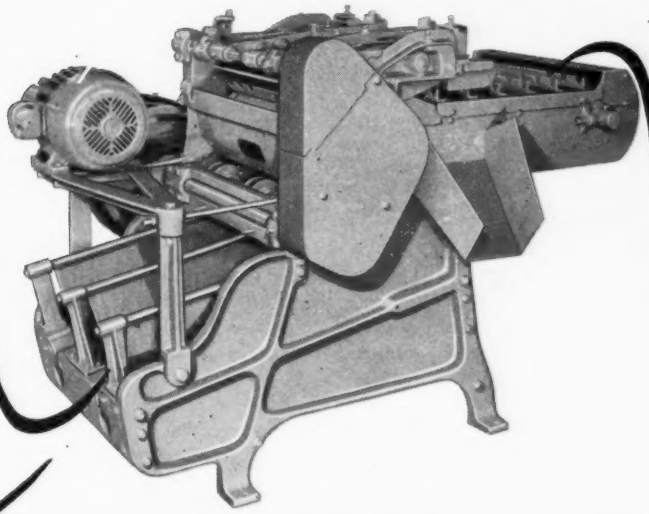
Proper in-plant quality control requires that a competent system of inspection be established, starting with the raw material at the plant receiving dock and following through each step in the preparation and processing to the finished warehoused product. This system should be based on specific quality standards for the product. In this connection, U. S. Grade-Standards can be of great assistance. The system also should include performance standards for employees, performance standards for equipment and machines and a good sanitation program. Such a system, of necessity, involves delegation of authority to certain plant employees capable of accepting responsibility and capable of seeing that these programs are put into action and maintained. Proper attention to pertinent details in the preparation and processing of the raw material can mean the difference between a clean and wholesome product and an adulterated product—or the difference be-

(*Continued on page* 8)

Excerpts from an address before the Southern Strawberry Packers Assn., April 10, 1961.

HUNGRY HUSKERS BOOST PRODUCTION

They handle all the ears of corn two operators can feed—about 2½ tons an hour!



Husking action takes place here. Four spiral-grooved semi-hard rubber rolls strip corn completely free of all husk. Each roll made in three interchangeable sections.

This is the high-capacity endless chain feed conveyor. Features non-breakable steel flights. Butts are cleanly and accurately trimmed and husks loosened in this section.

FMC DOUBLE HUSKERS

Money makers for the long run

No ordinary machine, the husky FMC Double Husker has become essential for fast and proper flow-line preparation of corn. Helps make your job easier by speeding up production, cutting down on down-time, keeping husking operations free of jamming or clogging. Corn of any size is handled with equal efficiency, firmly yet gently. And the time saved in inspection, trimming and rehusking, reduces costs further, increases profits more. Be prepared for the season ahead, and many seasons to come, by putting FMC Huskers in your line now. Get full details today on this and other FMC "Stalk to Storage" specialized corn equipment.

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Canning Machinery Division

General Sales Offices:

WESTERN: SAN JOSE, CALIF. • EASTERN: HOOPESTON, ILL.

THE ROAD TO GOOD QUALITY

(*Continued from page* 6)

tween a Grade A product and a Grade B or lower quality.

Each piece of equipment, instrument or machine from the product washer to the labeling machine is designed to perform a certain function. They must be checked frequently to see that they are doing their jobs properly. They sometimes get out of adjustment, break down completely, wear out or become overloaded or clogged. Consequently, they need close surveillance. Frequent inspection and close supervision over each step or phase of plant operation in preparing, processing, packing and labeling the product is essential to controlling quality. I should like to suggest that known and tried methods and procedures which are recommended by authoratative sources be followed in the preparation and processing of the product. Processors who fail to adhere to safe and proper methods and procedures often encounter serious difficulties—too late to do anything about it. This is particularly true in regard to such matters as blanching and freezing procedures and to processing times and temperatures in canning.

Fruits and vegetables are highly perishable products. Under warm temperature conditions, deterioration, in one form or another, starts immediately after harvest. Green vegetables and corn will lose moisture rapidly. They will wilt and sometimes become overheated. Berries will decay and become moldy. Loss of flavor, freshness and other desirable natural characteristics occur rapidly. To retain these valuable quality characteristics, careful handling and prompt processing after harvesting of berries and most vegetables are essential.

As indicated earlier, in-plant quality control also includes a good sanitation program. Good sanitation is essential to packing a clean and wholesome product. *Plant management* should give the matter of sanitation *top priority*. Failure to give adequate attention to plant sanitation is taking an unnecessary and hazardous risk. It is much easier to establish controls to exclude foreign material and to assure a clean and wholesome product than it is to later justify an insanitary condition or foreign material which may be found in the product. More seizures by food regulatory authorities occur because of insanitary plant conditions, presence of insects and decay and other foreign material in the product than any other factors. Low net weights, adulteration by illegally adding water and misbranding of product perhaps rank second in seizures. These can be prevented through proper in-plant quality control and proper labeling of the product.

I discussed the vital matter of sanitation in a talk March 6 at the annual meeting of the National Association of Frozen Food Packers in Dallas. In it I outlined the importance of good plant sanitation, and cited specific major factors which should be considered in a plant sanitation program. I would be glad to mail any of you a copy of that talk upon request.

SERVICES AVAILABLE

Appropo to my subject, I would like to mention the services we make available to the industry to help them in their quality control programs and in the marketing of their products.

The Branch I represent is engaged in two major activities. One is the development of grade-standards, and the other is making inspection service available to the industry. Both the standards and inspection service are for voluntary use. The inspection activity is self-sustaining—that is, fees are charged to cover the cost of rendering the service.

STANDARDIZATION

On the standardization side of our work, we have developed grade-standards for 146 different processed fruits and vegetables and related processed foods. Forty-five of these standards cover frozen fruits and vegetables and frozen products thereof. These standards are developed with the cooperation of the industry, and every effort is made to have them reflect good commercial practice.

TYPES OF INSPECTION SERVICE

We have 35 field inspection offices, including 6 sub-offices, to handle inspection requests from the industry. These offices are located in the major producing areas, including Puerto Rico and Hawaii, and in many of the large receiving markets.

Three different types of inspection service are available—(1) "Continuous Inspection," (2) "Plant Inspection-Pack Certification" and (3) "Individual Lot Inspection."

CONTINUOUS INSPECTION

More than half of the volume of our inspection work is handled under "Continuous Inspection." This service provides for stationing one or more inspectors at the processing plant during all shifts of the packing operations. In the performance of this type of service we are interested in all factors that may contribute to an insanitary condition or which may result in the packing of a product that may contain foreign material which is repulsive or objectionable to the consumer or injurious to health. The inspector checks the plant and equipment for sanitation. He observes the preparation of the raw material and examines samples of the product from the processing lines and after processing and packing operations.

The inspector issues daily reports to the plant management summarizing his observations; in the case of some products, his report will indicate a probable grade for each lot packed. When inspection of the finished product is completed, he issues certificates upon request of the plant management showing the final grade of each lot packed. Where an insanitary condition during the day's operations warrants immediate attention, it is promptly brought to the attention of the plant management for correction. If the insanitary condition is of major significance, it is always discussed with responsible designated plant officials and the product is not certified until the unsatisfactory condition is corrected.

The product packed under this type of service may be labeled or marked, if found by the inspector to comply with the inspection agreement and Department Regulations, with the official identification marks—that is, the Department Shield, U. S. Grade Statement and continuous inspection legend. In order to avoid violations of misbranding, any processor or distributor who wishes to use official marks on their labels should submit proofs of the proposed labels to us for approval before they are printed.

PLANT INSPECTION-PACK CERTIFICATION

Another type of inspection service is "plant inspection-pack certification." It differs primarily from continuous inspection in that the inspector need not be present continuously during all operating shifts of the plant. While the inspector is on duty, however, he performs, for the most part, the same function as he would under continuous inspection. His primary responsibility, though, is to inspect and certify each lot packed as soon after packing as possible. Products inspected under this type of service are not eligible to be labeled with the official identification marks.

LOT INSPECTIONS

A third type of inspection service is "individual lot inspection" performed at the request of a person who is in-

terested in finding out the grade of a particular lot of processed food. The inspector draws representative samples from the lot on which inspection is requested, either in the processor's plant or in a warehouse or storage. These samples are checked against the various requirements outlined in the standards or other applicable specifications.

When necessary, microscopic examinations and chemical and other analyses are made. Results of the inspection are reported on an official certificate which is issued to the applicant.

The inspection certificate for each of the three types of inspection shows the quality, condition, and grade of the product. It may be attached to the invoice or shipping documents as evidence that the product complies with the quality requirements of the sales contract. It may also be used as evidence of the quality of the product for financially interested parties in negotiating sales.

Often, the certificate serves as an aid in making equitable settlements of disputes arising over claims for damage incurred in transit or in public storage. The certificate also, of course, provides information useful in labeling the product.

Basically, the inspection certificate is a valuable source of authoritative information for processors, sellers, brokers, distributors, and buyers as to the class, quality, and condition of the product with which they are dealing.

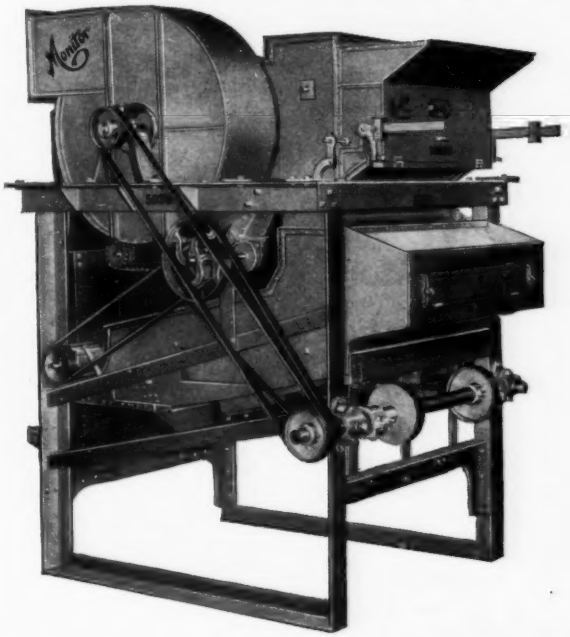
NAFFP OPPOSES MARKETING ORDERS

J. D. Wright, Jr. of Minute Maid, speaking for the National Association of Frozen Food Packers, testified before the House Committee on Agriculture last week in opposition to the marketing provisions of the 1961 Agricultural Act.

Mr. Wright pointed out that the proposed legislation would unjustifiably and unnecessarily interfere with the sound and rapid development of the young, vigorous, and competitive frozen food industry. He pointed out how the legislation would severely restrict the freedom of the industry to provide the consumer with the products she wants, when she wants them, and without an overburdening artificiality of prices created by artificial determination of the amount of any commodity to be produced, the amount of that commodity to be available for processing, and the amount each processor could purchase from each producer. He made it clear to the Congressmen that the industry is not bucking the farmer on this issue.

Monitor

REGISTERED TRADE-MARK



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for

PEAS • LIMA BEANS • TOMATOES
BEETS • STRING BEANS • CHERRIES

and other Vegetables and Fruits

Huntley Manufacturing Co.

BROCTON, NEW YORK

SOFT CAN—Versatile aluminum foil pouches show definite promise as a "soft can" substitute for rigid metal cans, according to Aluminum Company of America.

Shown here, as a container for canned corn, pouches can be used for packing processed foods. Foods can be processed or cooked in pouches at the packing plant. To be heated for serving, the soft can is immersed in hot water. The pouch shown was developed by the Dobeckmun Company, a division of Dow Chemical Company.

NEW EQUIPMENT AND SUPPLIES

For further information about new equipment on this page write: The Canning Trade, 2504 St Paul St., Baltimore 18, Md.

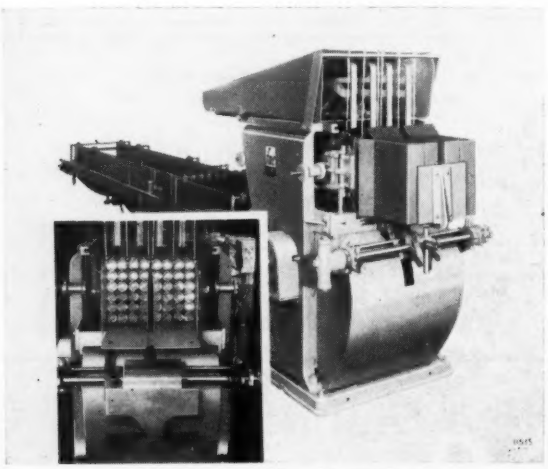
FMC MODIFIES NON-SHOCK CASER

Modification of the FMC Model 3 Non-Shock Caser with a double case discharge nozzle for loading certain can sizes into top-open shipping cases has been announced by Food Machinery and Chemical Corporation's Canning Machinery Division.

This modification permits the interchangeable use of two small size cases or a single large size case without sacrificing total can output. Casing patterns for which this modification may be made are those made up of 202 x 306 to 303 x 406 can sizes.

Model 3 Casers now handling can sizes within this range in large shipping cases may be easily converted with a set of change parts. A Caser so modified, however, may continue to be used for the larger size case without reconversion.

Essentially, this modification consists of using a split discharge nozzle that will accommodate double case feeding. This split nozzle, in effect, accumulates two vertically positioned patterns simultaneously. Two empty shipping cases are correspondingly positioned, one over each nozzle section provided by the split. A common support and lowering device is employed to accommodate both cases.



Modified FMC Non-Shock Caser

CAN SORTER AND UNCASER BULLETIN

An eight-page bulletin, describing automatic can sorters and uncasers, has been published by Atkron, Inc., Cuyahoga Falls, Ohio, manufacturers of "Atkron Dumore" bottle and can handling equipment. Bulletin CS-401 explains and illustrates operation of automatic can sorters; automatic can uncaser and aligner; and automatic four-flap case opener. The units automatically uncase, align, and orient for filling, almost every type of can, whether in reshipper cartons, shipper trays, bags, or bulk. It includes dimensional drawings and tables of approximate maximum capacities with different size cans (cans per minute), from 6-ounce to five quarts. For copies of Bulletin CS-401, write to Economic Machinery Company, Div. of Geo. J. Meyer Manufacturing Company, 60 Fremont Street, Worcester 3, Massachusetts.

NEW PASTEURIZER-COOLER

A 3-zone unit designed to uniformly pasteurize, clean, cool and dry food products in glass, metal or plastic containers has been developed by Standard Metal Products Company of Chicago.

In the first zone, the containers are cooked or pasteurized by steam or high temperature water from above and below to insure uniform processing of contents.

As the containers move into the cooling zone on their conveyor, they are washed by a fine mist from overhead atomizer sprays which then evaporates to cool the containers and their contents.

The containers then move into the drying zone where they are sparkle-dried by air blown from different angles. The clean, dry containers are then discharged to the take-away conveyor, ready for labeling.

A specially-designed beveled edge on belt links of the take-away conveyor permits containers to be transferred from the pasteurizer-coolers forward-moving conveyor to the sidewa d-moving takeaway conveyor without danger of tipping.

The variable-speed drive enables adjustment of processing times for various foods.

Conventions and Schools

MAY 23-25, 1961—GLASS CONTAINER MANUFACTURERS INSTITUTE, Annual Membership Meeting, The Greenbrier, White Sulphur Springs, W. Va.

JUNE 1, 1961—NATIONAL PRESERVERS ASSOCIATION, Special Meeting, Fairmont Hotel, San Francisco, Calif.

JUNE 6, 1961—NATIONAL ASSOCIATION OF FROZEN FOOD PACKERS, Sanitation Seminar, Shelton Towers Hotel, New York, N. Y.

JUNE 1-3, 1961—NEW ENGLAND WHOLESALE FOOD DISTRIBUTORS ASSOCIATION, 86th Annual Convention, Poland Springs House, Poland Springs, Maine.

JUNE 11-12, 1961—MICHIGAN CANNERS & FREEZERS ASSOCIATION, Spring Meeting, Whitcomb Hotel, St. Joseph, Mich.

JUNE 12-14, 1961—MAINE CANNERS & FREEZERS ASSOCIATION, Annual Convention, Colony Hotel, Kennebunkport, Maine.

JUNE 17-23, 1961—ASSOCIATION OF FOOD AND DRUG OFFICIALS OF THE U. S., 65th Annual National Conference, Hotel Mayflower, Washington, D. C.

JUNE 18-20, 1961—NATIONAL FOOD BROKERS ASSOCIATION, 2nd Food Brokers Management Conference, St. Francis & Sir Francis Drake Hotels, San Francisco, Calif.

JUNE 18-22, 1961—NATIONAL ASSOCIATION OF RETAIL GROCERS OF THE U. S., 62nd Annual Convention, Convention Hall, Philadelphia, Pa.

JUNE 19-21, 1961—GROCERY MANUFACTURERS OF AMERICA, Midyear Meeting, The Greenbrier, White Sulphur Springs, W. Va.

JUNE 21-24, 1961—PROCESSED APPLES INSTITUTE, 10th Annual Meeting, The Greenbrier, White Sulphur Springs, W. Va.

JUNE 25-26, 1961—OHIO CANNERS & FOOD PROCESSORS ASSOCIATION, Annual Spring Meeting, Catawba Cliffs Beach Club, Port Clinton, Ohio.

JULY 5-21, 1961—MIDWEST TECHNICIANS SCHOOL, Purdue University, Lafayette, Ind.

JULY 13, 1961—NATIONAL KRAUT PACKERS ASSOCIATION, Catawba Cliffs Beach Club, Port Clinton, Ohio.

JULY 14, 1961—TRI-STATE PACKERS ASSN., Summer Outing, Miles River Yacht Club.

JULY 24-28, 1961—OHIO CANNERS & FOOD PROCESSORS ASSOCIATION, Tomato Canners Quality Control Conference, Ohio State University, Columbus, Ohio.

SEPTEMBER 11-13, 1961—BIENNIEL SYMPOSIUM ON FOODS, Oregon State University, Corvallis, Ore.

SEPTEMBER 23-25, 1961—FIRST NATIONAL CULINARY ARTS EXPOSITION, Convention Hall, Miami Beach, Fla.

OCTOBER 19-21, 1961—FLORIDA CANNERS ASSOCIATION, 30th Annual Convention, Diplomat Hotel, Hollywood-by-the-Sea, Fla.

NOVEMBER 7-10, 1961—PACKAGING MACHINERY MANUFACTURERS INSTITUTE, Annual Conference, Workshop and PMMI Packaging Show, Cobo Hall, Detroit, Mich.

NOVEMBER 20-21, 1961—MICHIGAN CANNERS & FREEZERS ASSOCIATION, Fall Meeting, Pantlind Hotel, Grand Rapids, Mich.

NOVEMBER 20-21, 1961—PENNSYLVANIA CANNERS ASSOCIATION, 47th Annual Convention, Yorktowne Hotel, York, Pa.

NOVEMBER 27-28, 1961—OHIO CANNERS & FOOD PROCESSORS ASSOCIATION, Annual Convention, Commodore Perry Hotel, Toledo, Ohio.

DECEMBER 5-8, 1961—NEW YORK STATE CANNERS & FREEZERS ASSOCIATION, 76th Annual Convention, Hotel Concord, Kiamesha Lake, N. Y.

JANUARY 11-12, 1962—CANNERS LEAGUE OF CALIFORNIA, 39th Annual Fruit & Vegetable Sample Cutting, Fairmont Hotel, San Francisco, Calif.

JANUARY 19-20, 1962—NATIONAL PRESERVERS ASSOCIATION, Annual Meeting, Galt Ocean Mile Hotel, Ft. Lauderdale, Fla.

JANUARY 21-24, 1962—NCA-CM&SA, Annual Convention, Americana Hotel, Bal Harbour, Miami Beach, Fla.

JANUARY 24-27, 1962—ASSOCIATION OF INSTITUTIONAL DISTRIBUTORS, Annual Meeting, Royal Orleans Hotel, New Orleans, La.

and **Robins** engineers can help you get it there faster and more profitably. Graders, washers, juicers, pulpers . . . a single machine or a complete, integrated line . . . Robins equipment can help you increase your output of highest grade tomato products at less cost. And . . . Robins' 105 years of experience means you get more for your equipment dollar . . . more production time and less down time . . . more profits . . . less maintenance and labor costs.

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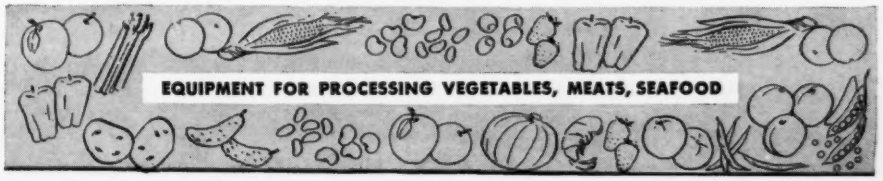

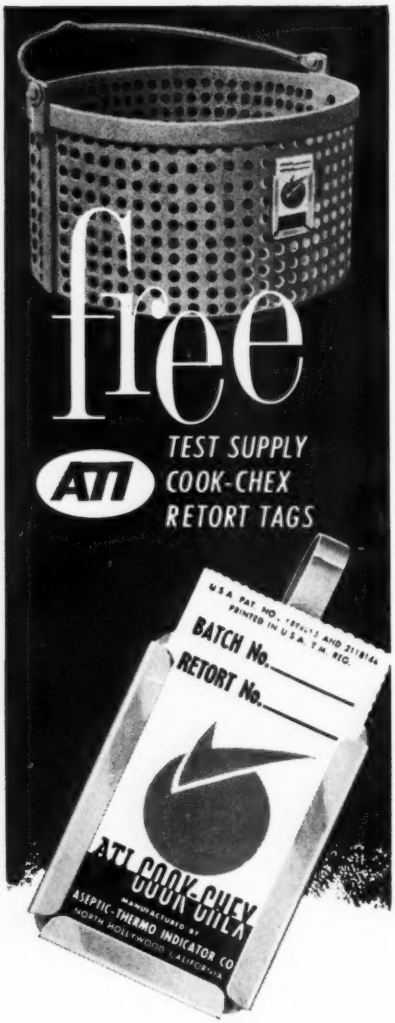

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1. Eliminate wrong cook schedules.
2. Guard against "by passing" retorts.
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5. Provide low-cost permanent records for cooking plants.

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IN THE NEWS

NAFFP SANITATION SEMINAR SCHEDULED

The first of a series of seminars on sanitation to be conducted regionally by the National Association of Frozen Food Packers as an industry and public service, will be held June 6 at the Shelton Towers Hotel in New York City.

The Association has also announced that a booklet specifically designed to give each frozen food packer a practical working tool to maintain his operations at a high sanitation level, is now on the press. Booklet will be entitled "Five Steps to Sanitary Quality of Frozen Foods."

Association Executive Vice President Lawrence S. Martin, will be chairman of the Seminar. Mr. Martin has advised that plans are under way to conduct two additional seminars this summer, dates and places to be announced later. The program has been developed under the auspices of the Association's Prepared Frozen Foods Committee. Members of that Committee are: James K. Cameron, Chairman, Morton Frozen Foods; Joseph W. Barclay, Seabrook Farms Company; H. M. Loevenbruck, Birds-Eye Division, General Foods; Ruth W. Engler, The Stouffer Corporation; M. F. Gunderson, Campbell Soup Company; R. J. Hilgers, Stokely-Van Camp; A. G. Kahn, Mrs. Paul's Kitchens; F. R. Smith, Pet Milk Company; John F. Thuermer, Mrs. Smith's Pie Company; R. G. Trelease, Swift & Company.

CANNED ASPARAGUS STANDARD OF IDENTITY AMENDED

The Food & Drug Administration (Federal Register May 11, 1961) has ordered that the Standards of Identity for Canned Asparagus be amended to permit the addition of stannous chloride in canned asparagus packed in glass containers in a quantity not to exceed 15 parts per million calculated as tin (Sn.).

The amendement also provides that if this optional ingredient is present as specified, the label shall bear the statement "Stannous Chloride added as a preservative," "Stannous Chloride added to preserve color," or "Stannous Chloride added to retain color."

Objections may be filed with the Commissioner within 30 days from May 11. The order becomes effective 60 days from that date, except as to any provision that may be stayed by filing of proper objections.

OUTPUT PER MAN-HOUR INCREASES

Output per man-hour worked in factories processing domestic farm food products increased at an average annual rate of 2.7 percent during the postwar period 1947-58, according to a report issued by the U. S. Department of Agriculture.

This annual rate of growth was significantly smaller than for the total private economy (3.5 percent), but about the same as in the private nonagricultural sector. The yearly rate of growth in food processing was less than half as large as in agriculture, because of a large substitution of capital for labor in farming.

During the 40-year period 1919-58, output per man-hour increased on the average 2 percent per year in industries processing farm foods.

Hourly earnings of employees in food processing industries rose about 65 percent from 1947-49 to 1958, but because of the rise in output per man-hour, labor cost per unit of output rose only 28 percent. By comparison, nonlabor charges per unit of output rose about 36 percent.

Changes in output per man-hour do not reflect changes in labor "productivity" only, but result mainly from changes in capital per worker, new technology, the rate of capacity utilization, improved "quality" of labor and managerial inputs, economies of scale, and other factors.

The research on which this report is based is part of a broad study of the relation between charges for marketing farm food products and payments to the farmer-producer for his products.

Copies of "Output per Man-Hour in Factories Processing Farm Food Products," Technical Bulletin 1243, are available from the Office of Information, U. S. Department of Agriculture, Washington 25, D. C.

GOVERNMENT WANTS

Veterans Administration Supply Depot, P. O. Box 27, Hines, Ill., has asked for bids on the following requirements to be opened on the dates stated: Cranberry Juice in Jars—June 6, 1961; Canned Jams, Jellies and Marmalade—June 13, 1961 (for small business only).

Military Subsistence Supply Agency has announced the purchase of 108,407 cases of canned Spinach in No. 303's and 10's for the Army, Navy, Air Force, and Marine Corps. Purchases were made from canners in Arkansas, California, and Oklahoma. MSSA also announced the purchase of 49,762 cases 24/300's of canned Asparagus. Purchases were made from canners in California and Virginia.

NALLEY'S EXPANDS

Nalley's, Inc., specialty food processors of Tacoma, Washington, will acquire all of the outstanding capital stock of XLNT Spanish Foods Company of Los Angeles, California, it is announced by L. Evert Landon, president of Nalley's and Charles W. Gardiner, president of XLNT, in a joint statement. XLNT will operate as a subsidiary corporation with Gardiner continuing as president while becoming a vice-president and director of Nalley's.

XLNT processes and markets a line of refrigerated, frozen, and canned specialty foods such a potato salad and assorted gelatin salads, Mexican dinners, tamales, enchiladas, chili, pizza pie and canned new potatoes. Distribution is achieved by means of a fleet of refrigerated route trucks, through distributors or brokers, depending upon the product and area.

This is the third major California acquisition for Nalley's in the last six months. IXL Foods of San Leandro joined the Nalley family in October 1960, followed by Venus Foods of Los Angeles in April 1961.

A NEW PROCESS FOR 'INSTANT' DEHYDRATED VEGETABLES

A new means of dehydrating potato, carrot, or other vegetable pieces that will make them ready for eating after simmering in water for about five minutes is now under development by engineers of the U. S. Department of Agriculture.

Before the process is recommended for commercial use, cost estimates will be made and storage data obtained.

The new process gives vegetable pieces a porous structure that enables them to take up water rapidly. Hence their cooking time is shortened from the 15 to 30 minutes usually required to about five minutes. After this short time in boiling water, the diced pieces resume their original shape and become tender and palatable.

The process was reported May 8 by Nelson H. Eisenhardt, an engineer of the Agricultural Research Service's Eastern Utilization Research and Development Division, near Philadelphia, at a meeting of the Institute of Food Technologists in New York.

Mr. Eisenhardt explained that the effect is achieved by interrupting the drying process at the point where the pieces would normally begin to become hard and shriveled, subjecting them to pressure-cooking, and then suddenly releasing the pressure. These treatments give the pieces a porous structure before they enter the final stages of drying.

An additional advantage of the process is that the final, more difficult drying operation can be performed much more rapidly than would otherwise be possible. Also, considerably larger vegetable pieces can be dried by the new process than by conventional means.

Mr. Eisenhardt reported that excellent instant dehydrated diced carrots had been produced, and that good progress was being made in adapting the process to potatoes. Work is also being undertaken on other vegetables, as well as fruits.

Information on the dehydrating process can be obtained from Roderick K. Eskew, Eastern Utilization Research and Development Division, 600 E. Mermaid Lane, Philadelphia 18, Pa.

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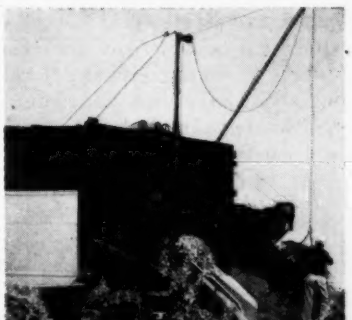

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NEWS *and Announcements*

Canners League of California—M. A. Clevenger, executive vice president of the League, has announced that William K. Kitchin has accepted a position on the staff of the Association. During the past year Mr. Kitchin has been associated with Barth & Company, a San Francisco brokerage firm. Previously he was employed for 5 years by A. A. Brown Company, San Francisco sugar brokers, calling on the industrial trade. Mr. Kitchin, who is 31 years old, is married, has four children, and resides in San Rafael.

Knox Glass has opened its new multimillion dollar plant at Forest Park near Atlanta, Georgia. The plant has a total floor space of 285,000 square feet and is located on a 30 acre site approximately a quarter of a mile southeast of Atlanta. Robert S. Simpson has been named manager of the plant.

Winter Garden Citrus Products Cooperative (Winter Garden, Fla.) has begun assembling of its own 6 ounce aluminum cans for fruit juice concentrates. Machinery capable of producing about 80 million cans annually is now in operation. Fabricated can ends and flat sheets for can bodies are supplied by Reynolds Metals Company.

Miller-Boese Ltd.—I (Spike) Miller of I. Miller Pickles, Inc., Brocton, New York, has announced the formation of a new company in association with John Boese of Boese Foods, Ltd. of St. Catherines, Ontario, Canada, to be known as Miller-Boese, Ltd. A new plant is being built at St. Catherines, which will be ready in time for the new pickle crop, for the packing of 30 fresh pack items under the Miller label. The latest in new machinery is being installed and supervision personnel is now being trained at the Miller Edmore, Michigan, Plant. Boese Foods is a large canner of fruits, operating a thoroughly modern plant. Van De Water-Boyd, Ltd. of Toronto, and their associates across Canada, will be the brokers for Canada and the Maritime provinces.

Continental Can Company of Canada—At a special meeting of the Board of Directors James A. Stewart was elected president of Continental Can Company of Canada, succeeding Frank A. Whittall, who died on May 4. A native of Manitoba, Mr. Stewart joined Continental in 1938. He has held the titles of plant manager, general manager of manufacturing, vice president, and in 1956 was elected a director and executive vice president. His headquarters will be at the company's main office in Toronto.

Anchor Hocking Glass Corporation's New Orleans office has been moved to 3200 St. Bernard Avenue, Suite 409, New Orleans 19. The San Francisco office is now located at 550 California Street, San Francisco 4. J. L. Murphree, Jr is district sales manager at New Orleans. E. L. Superka is district sales manager at San Francisco.

Culinary Arts Exposition—The First National Culinary Arts, Food and Equipment Exposition will be held at the Miami Beach Convention Hall September 23 to 25. During the Exposition the chefs of the American Culinary Federation, who are divided into some two dozen regional areas throughout the Nation, will hold their National Convention and will also exhibit artistic creations at the Exhibition's Culinary Arts Salon. The Exposition is the result of the Greater Miami Culinary Art Show held last year which attracted some 15,000 vistors which represented motels, hotels, bakers, schools, institutions generally, and the general public. Requests for exhibition space are being received from firms in the institutional and food processing, food equipment, and allied fields. Further information is available from Exposition Headquarters, 109—23rd Street, Miami Beach, Florida.

DEL MONTE WINNER—Ed Rokoskie receives a Polka-Dot Sailboat with matching Pink Jeep from Miss Gail Groboyes as the winner of the recent national contest promoted by Del Monte Juice Drinks and Reader's Digest. Ed is a partner in Buddie's Market, an IGA store in Spring City, Pa., which copped the prized conversation piece. Residents of the Schuylkill River will remember this contest for many a day as Ed goes sailing by.

DR. S. C. PRESCOTT HONORED

The April meeting of the Northeast Section, Institute of Food Technologists included some nostalgic moments as Dr. Samuel C. Prescott, 90, a retired dean of Massachusetts Institute of Technology, was recognized for his contributions to canning technology, along with the late William Lyman Underwood. While an estimated 160 dinner guests looked on, Dr. Samuel Goldblith, head of M.I.T.'s Department of Food and Nutrition, presented Dr. Prescott with a first printing of the new book, "The Thermal Processing of Foods," written by Goldblith, Professor Maynard Joslyn of the University of California, and Professor J. T. R. Nickerson. The book includes two Underwood-Prescott reports that originally appeared in M.I.T.'s Technology Quarterly for 1896 and 1898 respectively. Those two articles, Dr. Goldblith emphasized, formed the scientific basis for the new book.

To make Dr. Prescott's evening complete, George C. Seybolt, president of the William Underwood Company, showed him the plaque which will be mounted on the door of the newly-dedicated Underwood-Prescott Laboratory—a part of the new $350,000 wing recently constructed for the company headquarters plant in Watertown.

Mr. Seybolt himself received on behalf of the company an original reprint of an historic Underwood-Prescott study around the turn of the century, entitled "The Souring of Canned Sweet Corn." The document was presented by Dr. Goldblith.

It was also announced at the meeting that the entire royalties from the book, "Thermal Processing of Foods," are to be donated by the authors to the Bernard E. Proctor Memorial scholarship fund at M.I.T. The late Professor Proctor's widow was present to learn for the first time that proceeds were to be donated to build the endowment. Proctor, who was Goldblith's predecessor as head of the department at M.I.T., had been a student of Prescott and a teacher of Goldblith and Nickerson. He had been a personal friend of Joslyn.

1960 POTATO PACKS

Figures released by the National Canners Association's Division of Statistics show the 1960 pack of Canned Sweet Potatoes to be 6,921,550 cases 24/303's, as against the 1959 pack of 8,863,722 cases, same basis.

The 1960 pack of Canned White Potatoes totaled 4,178,432 cases 24/303's, which compares with the 1959 pack of 3,608,490 cases, same basis.

DEATHS

Frank A. Whittall, 61, chairman of the Board and president of Continental Can Company of Canada, Ltd., died on May 4 in Toronto. Mr. Whittall had been in the can manufacturing business since 1922 when he started as an apprentice for the Whittall Can Company, a business begun by his father in 1888. He was director of sales in 1935 when the Whittall Company became a part of the Continental organization. In 1943 he was appointed vice president in charge of sales for Continental Can Company of Canada, became executive vice president in 1951, president in 1952, and was made chairman of the Board in March 1960.

C. N. Griswold, well known throughout much of the canning industry through more than 42 years of service with Lansing B. Warner, Inc., died recently in Florida, where he retired in 1954. At the time of his retirement he was underwriting manager for Warner.

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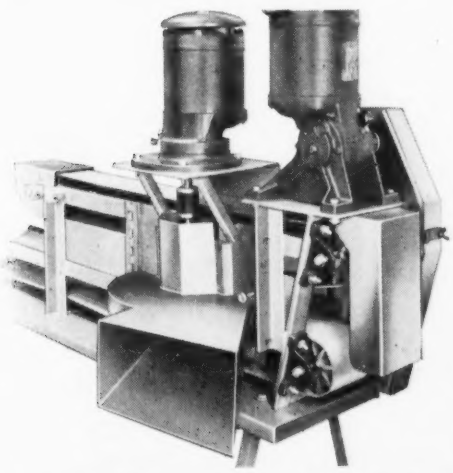

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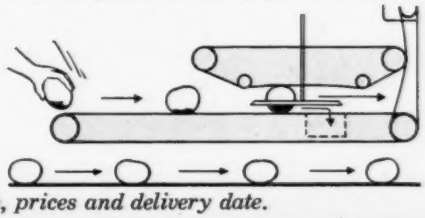

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MARKET NEWS

NEW YORK MARKET

Upsurge in Economy Bolsters Attitudes —Buyers Hold the Inventory Line— Vegetable Prices Strong

By "New York Stater"

New York, May 19, 1961

THE SITUATION.—A moderate firming in canned tomato prices furnished the chief price development of the week, with corn prices also displaying a stiffening tendency as more canners reach the sold-out stage. Distributor demand for canned foods generally, however, was generally confined to small lots for immediate requirements as buyers wait for the new overall pack situation to shape up.

THE OUTLOOK.—The continued upsurge in the economy, with the recovery from recession lows proceeding at a more rapid pace than many economists had anticipated, is bringing with it a better feeling on the outlook for a continued upturn in grocery store sales during the remainder of the current year. Canned foods distributors, however, are still rather inventory-conscious and show little inclination to expand holdings beyond the working stock levels which have characterized operations in recent years.

TOMATOES.—Tri-state canners, responding to a moderate improvement in prompt shipment demand and dwindling stocks, were showing stronger price views on canned tomatoes. Standard 1s, which had been rather freely available at $1.02½, were generally moved up to the $1.05-$1.10 level, with standard 303s now holding at $1.30-$1.35. Offerings of 2½s continue at a range of $2.25-$2.30, with 10s holding at $7.50 and upwards. Florida canners also marked up standards, 303s going to $1.22½-$1.25 and 2½s to $2.00. Meanwhile, midwestern canners continued to hold standard tomatoes at $1.10 for 1s, $1.45 for 303s, $2.35 for 2½s and $8.00 for 10s, with California pack standards held at $1.40 for 303s, $2.35 for 2½s, and $7.25 for 10s.

CORN.—Buyers are having to search the market rather thoroughly to turn up supplies of standard corn, with the market on 303s ranging $1.37½ to $1.40, with fancy commanding $1.60 to $1.65, as to seller. Very little No. 10 corn is still to be had, with eastern packers quoting standards at $8.25 in a limited way. Fancy 10s, where available, are commanding around $9.25-$9.50, with most sellers at the top figure

BEANS.—Much of the demand in green beans is centering in the fancy grades, which are in extermely short supply in first hands. Eastern canners are generally quoting $1.75-$1.80 for fancy French style 303s, with fancy cut green beans around $1.45-$1.50. Standard cut beans are held at $1.15 upwards, with some reported available down to $1.10.

SPINACH.—Limited inquiry is reported in spinach, with tri-state canner quoting fancy 303s at $1.40, 2½s at $2.00, and 10s at $7.00. California packers hold fancy 303s at $1.15-$1.20, with 2½s at $1.60 and 10s at $4.75.

PEAS.—With the new season off to a bad start, weather wise, there has been more interest generated in carryover peas for prompt shipment, and the market continues on a firm footing. Tri-state canners quote standard pod run at $1.35 to $1.40, with extra standards ranging $1.40 to $1.50. In the midwest, standard 303s range $1.30 upwards, with $1.35 bottom in the case of many sellers.

KRAUT.—Buyers are picking up sauerkraut in small lots to round out holdings, with the market well held at $1.75 on fancy 2½s and $5.75 on 10s in the east and the market in the midwest quoted at $1.75 and $5.85, repectively.

CITRUS.—Demand for single strength canned citrus juices has tapered off somewhat, following the recently fairly substantial buying movement. Florida canners quote grapefruit juice 2s at $1.15, with 46-ounce at $2.50, with blended at $1.37½ and $3.15, respectively. Orange juice is held at $1.57½ for sweetened 2s and $3.75 for 46-ounce, with natural at $1.62½ and $3.85, respectively. Fancy grapefruit sections are quoted at $1.90 on 303s, with broken at $1.62½, while fancy citrus salad is held at $2.50, all f.o.b. canneries.

WEST COAST FRUITS.—A little improvement is reported in the demand for choice 2½s cling peaches, with canners quoting the market at $2.40 and up. Some selling pressure is reported on 10s, however, with shading reported in some quarters . . . Distributors generally are working against accumulated inventories of fruit cocktails, with little new buying developing . . . Buyers are shoping the market closely on apricots, with choice 2½s reported available at $2.75 . . . Demand for pears and cherries has remained of routine proportions.

APPLE SAUCE.—Trade replacement buying of apple sauce remains routine, with canners continuing to hold fancy 303s at $1.35 and 10s at $8.00 in the east, with the market in other areas holding at $1.45-$1.50 on fancy 303s and $8.25 on 10s.

SALMON.—Limited offerings are keeping the salmon market in generally strong position, and at the same time inhibiting trading. Coast packers hold fancy red Alaska talls at $3 per case, with halves ranging $24 to $25, with medium reds at $31 and $19, respectively. Pinks remain strong at $28 per case on talls and $16 on

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halves, with chums at $25 and $13, respectively, all f.o.b. Seattle basis.

SARDINES.—More interest is reported in sardines, with Maine canners holding quarter oil keyless at $8.75 to $9 per case, with California ovals at $4.25 on 24/1s and $7.65 on 48/1s.

CALIFORNIA MARKET

Market Continues Routine on Major Items—Greatest Activity By Canners to Fill Shortages from Now to New Packs

By "Golden Stater"

San Francisco, May 18, 1961

THE SITUATION.—There is very little to report in the way of changes from recent weeks. Buyers are covering only immediate needs, even on some of the bargain fruit items, due to the large crop prospects on these same fruits. Most of the new inquiry is for the short items. First, there are the repeated efforts to buy paste, puree and catsup. Secondly, the lower grades of peaches and pears are in demand but difficult to find. Only short item in apricots is No. 2½ standard whole unpeeled. Fruit cocktails is in adequate supply with prices back *down* to previous low levels of $2.00 and $3.00 for 303's and No. 2½ choice. My report of May 4 indicated prices firmed up to these levels. This was not so. Packers had made the attempt to get up from these lows and had published advances several weeks ago, but they have not held. Even with this return to the previous lows, there has not been any real rush to buy. The trade had anticipated heavily, due to excellent movement at retail, so now they are waiting till these stocks are reduced before replacement. With the general large crop prospects on California tree fruits, the trade is inclined to wait-and-see.

Best buy, in spite of crop prospect, appears to be apricots. They are most susceptible to weather conditions and current selling prices are not only way below canners' replacement cost, but also proportionately lower, in relation to last year's opening prices, than any other fruit.

PEACHES.—Cling peaches have resisted lower levels in choice grade shelf sizes with standards definitely short and sold out. Tens are the weak sister, choice grades in particular. Freestones rock along at same levels. Large movement, large supply, large crop prospects. Prices vary with quality and individual canner's position on any given item.

PEARS.—Have maintained the best relative price structure. In tens the desirable counts are hard to find but not impossible and there are bargains on large fruit.

ASPARAGUS.—Little trading as buyers stick closely to historical suppliers. Reduced pack of all-green and the GT&W pack appears to be short of needs to fill the heavy export demand.

SPINACH.—Heavy trading on spinach to reach distant markets by some canners but resisted by others as general market is $1.10 for 303's; $1.62½ for No. 2½'s; $4.50 for No. 10's.

TOMATOES AND PRODUCTS—All that has been said before on tomatoes and tomato products is still true. Only readily available items for new business inquiry are No. 2½ and 10's peeled tomatoes, and most sizes of tomato juice. The former at lists but some 46 ounce juice is selling at $2.40-2.50 against lists of $2.65.

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The Condition of the Pea Crop

As of May 1, 1961

The USDA Crop Reporting Board on May 10 issued the following reports on the conditions of the crop of *green peas* for processing as of May 1:

CALIFORNIA—Excessive temperatures in Southern California curtailed yields in the area. Harvest was well along by May 1 in this area with only poor to average yields reported. The yields in the Santa Maria area are also low. Harvest in this area was about 75 percent complete by May 1. In the King City and Patterson Districts the crop is considered to be average. Harvest on scattered acreages began in mid-April. Some production was lost earlier because of high temperatures and recently from early morning frosts in these two districts.

DELAWARE & MARYLAND — After a slow start, plantings picked up rapidly the last week of April following a rise in temperatures to more nearly normal levels. In Delaware approximately 95 percent of the acreage had been planted by May 1. In Maryland plantings on the Eastern Short were nearly complete by that date but West of Chesapeake Bay approximately 15 percent of the intended acreage remained to be planted. Early plantings in the two-state area are showing good stands.

IDAHO—Except for some minor local frost damage, conditions have been favorable. Plantings are on schedule and nearly completed. Germination and stands are good.

ILLINOIS—Unseasonably cold, wet and cloudy weather has curtailed planting activity. Only 25 to 40 percent of intended acreage was in the ground by the end of April. Some acreage planted early is up to good stands.

INDIANA — Heavy rains, high winds, snow and below normal temperatures during April delayed planting by about two weeks. Early planted acreage is up with good stands but later plantings had not emerged by May 1.

IOWA & MINNESOTA—Much below normal temperatures have delayed planting by about a week. Some acreage went in on April 21 but progress has been slow. Soil moisture supplies are adequate.

MAINE—Spring weather has been unusually cold. Fields in the Northern areas were covered by up to a foot of snow on May 1 and freezing morning temperatures were recorded in the State through May 1. Field work is generally about two weeks later than usual.

MICHIGAN — Little acreage was planted by May 1 because of the weather. Freezing temperatures were recorded on that date. Soil moisture supplies are now considered adequate to excessive.

NEW JERSEY—Progress of planting is considerably behind schedule as a result of prolonged cold, wet weather this spring. Temperatures ranged from the middle 80's to as low as 30 degrees the last week of April.

NEW YORK—Below normal temperatures accompanied by excessive precipitation during April delayed planting throughout the State. Progress of planting ranged from 10 to 50 percent complete by May 1 with most areas considered to be about two weeks later than usual.

OHIO—Frequent heavy rains during April raised precipitation amounts to much above normal. Scattered frost was recorded as late as April 27. Field work is about two weeks late with approximately 25 percent of the acreage planted by May 1.

OREGON & WASHINGTON — Planting was completed on schedule about May 1 for the Eastern section of both states. Cooler than normal temperatures have slowed crop growth and light frost damage has been reported in some localities. Mositure conditions are favorable and good stands have been obtained. Despite the frost damage, which may result in a maturity problem at harvest, and slightly slower than normal growth caused by too cool weather, harvest of a generally good crop is expected to start on schedule.

PENNSYLVANIA — Cold weather and wet fields have delayed planting schedules in all areas. Central and Northern counties are particularly late and there is some doubt that intended acreage in the area will be planted. Present indications are that about one-fourth of this season's intended acreage was not planted by May 1. Below freezing temperatures and scattered frost were recorded in most sections of the State as late as April 30.

UTAH — By May. 1 planting was nearly completed. Although temperatures have been a little too cool for

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good growth, conditions are generally favorable. Seed germination was good and stands thus far have been very good.

WASHINGTON — Conditions in Northwestern section are normal. Planting was in progress on May 1 and proceeding only slightly behind schedule. Good crop is expected.

WISCONSIN—First plantings were general on April 20 but frequent rains and cold weather have interrupted field activity and progress has been slow. In Northern areas planting was a week to 10 days behind schedule by May 1. Delays have been somewhat less in Central counties. Soil moisture conditions vary from ample to excessive. Unusually cold nights and much below normal maximum daily temperatures have kept heat units below desirable planting levels throughout the State. Germination of planted acreage has been slow.

DIRECT CROP REPORTS

DELAWARE-MARYLAND, May 13—Early planting of *corn* up but showing poor color. Progress of *green peas* ranged from just emerging to early bloom. Prospects generally good but crop will be late. By week's end some 55 to 60 percent of the *tomato* crop on the Peninsula had been set, with but 15 to 20 percent planted West of the Chesapeake Bay. On the Eastern Shore from 80 to 90 percent of early *snap beans* and *cucumber* acreage was in the ground. Lower Eastern Shore Counties have completed 65 to 70 percent planting of *sweet corn* with West of the Bay less than 25 percent seeded. Warm weather spurred *asparagus* growth. Volume supplies of *strawberries* should be available by May 22.

ILL., MINN. & WIS.—May 10—Heat unit accumulation below normal in all areas. Soil moisture mostly satisfactory in all areas, with some reports of too wet in Illinois, too dry in Southern and Northeast Wisconsin, and too wet in Northern Wisconsin. Moisture satisfactory in all areas of Minnesota. Planting of *peas* in all areas generally behind normal. Illinois about 65 percent planted; Wisconsin about 30 percent; and Minnesota from 21 to 41 percent. Small early planting of *sweet corn* to May 10 in Illinois, Wisconsin and Minnesota about normal. Generally *snap bean* planting in Wisconsin will not start until May 20 to 25. *Beets* and *carrots* for early pack are being planted in Wisconsin on normal schedule. In Illinois the *asparagus* pack has been slowed by cold weather.

GRIMES, IOWA, May 10—Heat units nearly two weeks behind last year. Have some *corn planted* which is germinating very slowly and needs warm weather immediately to get through the ground. Acreage increased 20 percent over last year.

COLEMAN, WIS, May 10—First planting of *peas* on April 19 are now at five leaf stage; stand is excellent. Continuous cool weather has held plantings to about 25 percent of total crop. Plantings are somewhat ahead of 1960. Weather permitting, first plantings will be made on *sweet corn* about May 15. Total acreage increased by about 15 percent over normal. First planting of *snap beans* in by May 9; earliest planting we have ever made. Despite the usual comments of its being a "late spring" our records show it to be close to normal.

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Weiss Brokerage Company, Chicago frozen food brokers, have moved into new offices in the new Hartford Building, 100 S. Wacker Drive, Chicago. New telephone numbers are: State 2-4792, and long distance State 2-4820.

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Large 3.75
Med.-Small 3.70
Gr. Tip & Wh. Colossal 3.50
Large 3.40
Med.-Small 3.40
Tri-St. Fcy., All Gr., No. 300
Colossal 3.77½
Mammoth 3.77½
Large 3.72½
Cuts & Tips 2.30
Mid-W., Fcy., All Gr., Cuts & Tips
No. 8 oz. 1.50
No. 1 Pic. .....—
No. 300 .....2.10-2.25
No 10 .....13.00-14.00

BEANS, Stringless, Green
East
Fcy., Fr. Style, 8 oz. 1.05-1.10
No. 303 .....1.75-1.80
No. 10 .....8.80-9.30
Fcy., Cut. Gr., No. 303 ..1.45-1.50
No. 10 .....8.00-9.00
Ex. St. Cut Gr.,
No. 303 .....1.35-1.40
No. 10 .....7.50-8.30
Std. Cut, No. 303 .....1.15-1.20
No. 10 .....6.50-6.75
Wax, Fcy., Wh., 3 sv.,
No. 303 .....2.05
No. 10 .....11.00
Cut, 3 sv., No. 303 ...1.60-1.65
No. 10 .....9.00-9.10
Ex. Std., Cut, No. 303.1.50-1.52½
No. 10 .....7.50-8.50
Std. Cut, No. 303 .....1.35-1.40
No. 10 .....7.25-7.50
Midwest
Gr., Wh., Fcy., No. 303..1.80-2.10
No. 10 .....11.50-12.50
Fcy., Cut, No. 303 .....1.45-1.55
No. 10 .....9.00-9.50
Ex. Std., No. 303 .....1.40-1.50
No. 10 .....8.25-9.00
Std., Cut, No. 303 .....1.10-1.25
No. 10 .....6.75-7.00
Wax, Fcy., Cut, 3 sv.,
No. 303 .....1.65
No. 10 .....10.00
4 sv., No. 303 .....1.55
No. 10 .....9.50
Ex. Std., No. 303 .....1.45-1.55
No. 10 .....8.00-9.00
Std., No. 303 .....1.15-1.30
No. 10 .....8.00
South
Fcy., Wh. Gr., No. 303 .....1.90
No. 10 .....9.00
Fcy., Cut, Gr., No. 303.....—
No. 10 .....8.00
Ex. Std., No. 303 .....1.35
No. 10 .....7.00
Std., No. 303 .....1.15-1.25
No. 10 .....6.25-6.50
Blue Lakes
Fcy., Vert. 3 sv., No. 303 ..2.45
4 sv., No. 303 .....2.35
Fcy., Cut, 3 sv.,
No. 303 .....1.92½
No. 10 .....10.00
4 sv., No. 303 .....1.80
No. 10 .....9.65
Ex. St., 5 sv., No. 303.....1.50
No. 10 .....8.40
Std., No. 303 .....1.35
No. 10 .....7.25

BEANS, LIMA
East
Fcy., Tiny Gr., No. 303 .2.50-2.60
No. 10 .....14.00
Small, No. 303 .....2.10
No. 10 .....12.25-12.50
Medium, No. 303 .....1.90
No. 10 .....11.00
Ex. Std., G.&W., No. 303 ..1.45
No. 10 .....10.00
Mid-West
Fcy., Tiny Gr., No. 303.2.25-2.50
No. 10 .....13.75-14.00
Small, No. 303 .....2.00-2.10
No. 10 .....12.00-12.25
Medium, No. 303 .....1.90
No. 10 .....11.00
Ex. Std., Gr. & W., No. 303 ...1.45
No. 10 .....9.50

BEETS
East, Fcy., Diced,
No. 303 .....1.10
Fcy., Sliced, No. 303 .....1.30
No. 10 .....6.50
Midwest, Fcy., Sl., 8 oz. ...82½
No. 303 .....1.25
No. 10 .....6.25-6.50
Diced, No. 303 .....1.05
No. 10 .....5.25

CARROTS
East, Fcy., Diced,
No. 303 .....1.10-1.20
No. 10 .....6.20-6.30
Mid-West, Fancy, Diced,
No. 303 .....1.15-1.25
No. 10 .....6.25-6.50
Sliced, No. 303 .....1.40-1.45
No. 10 .....7.50

CORN
East
W.K. & C.S. Golden
Fcy., No. 303 .....1.60-1.75
No. 10 .....9.25-9.50
Ex. Std., No. 303 .....1.45-1.50
No. 10 .....8.75
St., No. 303 .....1.37½-1.45
No. 10 .....8.25
Shoepeg, Fcy., No. 303 ..1.70-1.80
No. 10 .....9.50-10.50
Ex. Std., No. 303 .....1.50-1.65
No. 10 .....—
Mid West
W.K., C. S., Gold., Fcy.,
No. 12 oz. 1.65
No. 303 .....1.65-1.70
No. 10 .....9.50-9.75
Ex. Std., No. 303 .....1.50-1.55
No. 10 .....9.00
Std., No. 303 .....1.40
No. 10 .....8.00-8.50
Co. Gent., W.K. & C.S.
Fcy., No. 303 .....1.65-1.70
No. 10 .....9.25
Ex. Std., No. 303 .....1.50-1.60
No. 10 .....8.80-9.00
Std., No. 303 .....—
No. 10 .....8.20

PEAS
East Alaskas
Fcy., 1 sv., 8 oz. 1.62½
1 sv., No. 303 .....2.50-2.60
1 sv., No. 10 .....13.50
2 sv., 8 oz. 1.27½
2 sv., No. 303 .....2.05
2 sv., No. 10 .....11.75
3 sv., No. 303 .....1.65
3 sv., No. 10 .....9.25
Ex. Std., 2 sv., No. 303 1.45-1.50
No. 10 .....9.00
3 sv., No. 303 .....1.45
No. 10 .....8.00-9.00
4 sv., No. 303 .....1.40-1.45
No. 10 .....7.50-8.25
Std., 3 sv., No. 303 .....1.35-1.40
3 sv., No. 10 .....7.50
4 sv., No. 303 .....1.35
No. 10 .....7.00
Pod. Run, No. 303 .....1.35
No. 10 .....7.00
East Sweets
Fcy., Pod. Run, No. 303 1.50-1.60
No. 10 .....8.75-9.00
Ex. Std., No. 303 .....1.40-1.45
No. 10 .....8.25
Std., No. 303 .....1.35-1.40
No. 10 .....7.00

Midwest Alaskas
Fcy., 1 sv., 8 oz. 1.65-1.75
1 sv., No. 303 .....2.60-2.70
1 sv., No. 10 .....14.25
2 sv., No. 303 .....2.00-2.05
2 sv., No. 10 .....12.00-12.25
3 sv., No. 303 .....1.60-1.65
No. 10 .....9.25-9.50
Ex. Std., 3 sv., 8 oz. 95-.97½
3 sv., No. 303 .....1.45-1.50
3 sv., No. 10 .....8.50-9.00
4 sv., No. 303 .....1.35-1.40
4 sv., No. 10 .....8.00-8.25
Std., 3 sv., 8 oz. 85
3 sv., No. 303 .....1.35
3 sv., No. 10 .....8.00
4 sv., 8 oz. 85
4 sv., No. 303 .....1.30 .35
4 sv., No. 10 .....7.75-7.50
Mid-West Sweets
Fcy., 3 sv., No. 303 .....1.60
No. 10 .....9.25-9.50
Fcy., 4 sv., No. 303....1.50-1.55
No. 10 .....8.50-8.75
Ungraded, No. 303...1.55-1.57½
No. 10 .....8.50-8.75
Ex. Std., 3 sv., No. 303 .....1.45
No. 10 .....8.75-9.00
4 sv., No. 303 .....1.40
No. 10 .....8.25
Ungraded, No. 303 .....1.37½
No. 10 .....8.25
Std., Ung., No. 303 .....1.30.1.35
No. 10 .....7.25-7.50

PUMPKIN
Midwest, Fcy., No. 2½.....1.65
No. 10 .....5.75
East, Fcy., No. 2½.....1.55-1.60
No. 10 .....5.50-5.75

SAUERKRAUT
Midwest, Fcy., No. 303 ....1.27½
No. 2½ 1.75
No. 10 .....5.85
N. Y., Fcy., 2½ 1.75
No. 10 .....5.75

SPINACH
Tri-State, Fcy., No. 303..1.40-1.45
No. 2½ 2.00-2.15
No. 10 .....7.25-7.50
Ozark, Fcy., No. 303 ...1.15-1.20
No. 2½ 1.80-1.85
No. 10 .....5.50-5.65
Calif., Fcy., No. 303 .....1.10
No. 2½ 1.62½
No. 10 .....4.50-4.75

SWEET POTATOES
Tri-States. syr., No. 303.....1.50
No. 3, Sq. 2.10
No. 2½ 2.25-2.50
No 10 .....4.75-5.00

TOMATOES
Tri-States
Ex. Std., No. 303 .....1.60
No. 2½ 2.35-2.40
No. 10 .....8.50-9.50
Std., No. 1 .....1.07½-1.10
No. 303 .....1.35
No. 2½ 2.30
No. 10 .....7.50-8.00
Fla., Std., No. 303 ...1.20-1.22½
No. 2½ 2.00
No. 10 .....7.00
Mid-West, Fcy., No. 1 .....1.40
No. 303 .....1.85
No. 2½ 3.15
No. 10 .....9.50
Ex. Std., No. 1 .....1.15-1.20
No. 303 .....1.50-1.65
No. 2½ 2.50
No. 10 .....8.50
Std., No. 1 .....1.10
No. 303 .....1.45
No. 2½ 2.35
No. 10 .....8.00
Calif. Fcy., S.P., No. 303 ...1.85
No. 2½ 2.70
No. 10 .....9.95
Std., No. 303 .....1.40
No. 2½ 2.35
No. 10 .....7.25
Ozarks, Std., No. 303 .....1.50
No. 10 .....7.75
Texas, Std., No. 303 .....1.35
No. 10 .....7.50

TOMATO CATSUP
Calif., Fcy., 14 oz. 1.70
No. 10 .....10.75
Mid-West, Fcy., 14 oz. .1.75-1.80
No. 10 .....10.75-11.00
East, Fcy., 14 oz...1.87½-1.92½
No. 10 .....11.00-11.50

TOMATO PASTE
Calif., Fcy., 96/6 oz. ...7.85-8.00
No. 10 (per doz.)
26% 14.00
30% 15.50
Mid-West
No. 10 (per doz.) 26% 14.00

TOMATO PUREE
Calif., Fcy., 1.06, No. 303 1.75
No. 10 .....8.50
Mid-West, Fcy., 1.045,
No. 1 .....1.00-1.05
No. 10 .....6.50-7.00
East, Fcy., 1.045 No. 1.....1.10
No. 10 .....7.50

FRUITS

APPLE SAUCE
East, Fcy., No. 303 .....1.35-1.40
No. 10 .....8.00
Std., No. 303 .....—
No. 10 .....
Calif. (gravensteins)
Fcy., No. 303 .....1.55
No. 10 .....8.75-9.25
Choice, No. 303 .....1.40
No. 10 .....8.25

APPLES (East)
Sl., No. 10 .....11.00

APRICOTS
Halves, Fcy., No. 2½ 4.00
No. 10 ..... 13.50
Choice, No. 2½ 2.75
No. 10 .....10.25-10.50
Std., No. 2½ 2.45
No. 10 .....9.25-9.50
S.P. Pie, No. 10 .....12.00
Fcy., Wh. Peeled, No. 2½ 4.00
No. 10 ..... 13.50

BLUEBERRIES
No. 300 H/S 2.75-2.85
No. 10, Water 16.00

CHERRIES
R.S.P., Water, No. 303..2.10-2.30
No. 10 .....13.50-15.00
R.A., Fcy., No. 2½ 6.00
No. 10 .....21.30
Choice, No. 2½ 5.85
No. 10 .....20.00

COCKTAIL
Fcy., No. 303 .....2.15
No. 2½ 3.30
No. 10 .....11.95
Choice, No. 303 .....2.00-2.05
No. 2½ 3.00
No 10 .....11.15

GRAPEFRUIT SECTIONS
Fla. Fcy., No. 303 .....1.90
Fcy., Citrus Salad,
No. 303 .....2.50

PEACHES
Calif., Cling Fcy., No. 303..1.87½
No. 2½ 2.85
No. 10 .....10.00
Choice, No. 303 .....1.70
No. 2½ 2.40
No. 10 .....8.25
Std., No. 303 .....1.60
No. 2½ 2.25-2.30
No. 10 .....8.00-8.25
Elberta, Fcy., No. 2½ ..2.85-2.95
No. 10 .....10.50
Choice, No. 2½ 2.30
No. 10 .....8.50-9.00

PEARS
Fcy., No. 303 .....2.45
No. 2½ 3.80
No. 10 .....13.50
Choice. No. 303 .....2.15
No. 2½ 3.15-3.30
No. 10 .....12.35
Std., No. 303 .....2.07½
No. 2½ 3.00-3.05
No. 10 .....11.35

PINEAPPLE—Per case
(Toll & Wfge. extra)
Hawaiian, Fcy., Sl., 24/2....6.95
24/2½ 8.05
6/10 .....7.50
Crushed, 24/2 .....5.60
24/2½ 7.00
6/10 .....5.95
Choice. Sl., 24/2 .....5.60
24/2½ 6.95
6/10 .....6.95
Std., Half Slices, 24/2 .....5.10
24/2½ 6.65
6/10 .....6.10

PLUMS, PURPLE
N.W., Fcy., No. 303 .....—
No. 2½ .....—
No. 10 .....—
Choice, No. 303 .....2.10
No 2½ 3.30
No. 10 .....11.25

JUICES

APPLE
Midwest, 1 qt. gl. 2.20-2.25
46 oz. tin 2.97-3.15

CITRUS BLENDED
Fla., No. 2 .....1.37½
46 oz. 3.10-3.15

GRAPEFRUIT
Fla., No. 2 .....1.15
46 oz. 2.50

ORANGE
Fla., No. 2 .....1.62½
46 oz. 3.75-3.85

PINEAPPLE—Per Case
Hawaiian, Fcy., 24/2 .....2.75
12/46 oz. 2.85

TOMATO
East, Fcy., No. 2 .....1.20-1.25
46 oz. 2.60-2.65
No. 10 .....—
Mid-West, Fcy., No. 2 .....1.25
46 oz. 2.35-2.50
Calif., Fcy., No. 2 .....1.25
46 oz. 2.40-2.50
No. 10 .....5.20

FISH

SALMON—Per Case 48 Cans
Alaska, Red, No. 1T 37.00
½'s 24.00-25.00
Med., Red, No. 1T 31.00-32.00
½'s 19.00-20.00
P.S. Sockeye, ½'s 25.00
Pink, Tall, No. 1 .....28.00
½'s 16.00
Chum, Tall, No. 1 .....25.00
½'s 14.00-15.00

SARDINES—Per case
Calif., Ovals, 24/1's 4.25-4.50
Ovals, 48/1's 7.00
No. 1 T., Nat. .....—
Maine, ¼ Oil Keyless ..8.75-9.00
¼ Oil Key Carton .....—

SHRIMP—Reg. 5 oz. per doz.
Jumbo 5.50
Large 4.50
Medium 4.00
Small 4.00
Broken 3.00

TUNA—Per Case
Fcy., White Meat, ½'s 14.50-15.00
Fcy., Light Meat, ½'s.....11.00
Chunks 9.50-10.00
Grated 6.75